

# The Lancaster Intelligencer.

Volume XVII—No. 61.

LANCASTER PA., WEDNESDAY, NOVEMBER 10, 1880

Price Two Cents.

Wanamaker & Brown, Oak Hall.

## SHALL WE SELL THEM?

There is in Philadelphia a clothing house which has no double in all the world. The world is full of clothing houses; and it is a good deal to say that one is unlike all the rest.

First, in its dealing; and it is surprising that one house should differ much from another. Selling clothing is so simple a matter, that it is likely, one would suppose, to be done in very much the same way in Philadelphia, New York and London. But Philadelphia is ahead; and, curiously enough, one house in Philadelphia is ahead of all the rest.

To be ahead in dealing is to deal on a higher plane, in a more liberal way, to give the buyer more well founded confidence without loss of the merchant's safety. This Philadelphia clothing house says to a stranger: "We want to deal with exact justice. We want what belongs to us, viz., a fair profit; and we want you to have what belongs to you, viz., a liberal money's worth. Our way to arrive at this result is to mark a price on everything we sell, which price is absolute; and to let you buy what you like, go away and think the bargain over, and come and trade back, if you want to. We find by experience that this liberality is harmless to us. Of course, you like it. And it makes quick and ready dealing. We don't want you to bring back what you buy—it would cost us money every time; but we would rather you would bring back than keep, what you don't like. So, we try to see that you get at first what you will like the better the more you know of it. This is really the whole philosophy of our dealings." Is it any wonder that no other clothing house in this city, or New York, or London, deals in the same way?

Second, in its goods—the amount and variety of them. There are other houses where excellent clothing is kept, and a great deal of it; but there is none, anywhere, that keeps so much. The dealing related above has won the largest trade the world has yet seen. To supply such a trade great quantity and variety of clothing are required; and these in turn increase the trade, because every body likes to choose out of many things, rather than out of few.

This is the country of ready-made clothing. Great Britain makes the most of any European country; but there is not in all London any clothing business a quarter as large as that of Oak Hall. New York has several large clothing businesses; but no one nearly equal to that of Oak Hall; Boston likewise.

Look back twenty years! Have we done you good service, or not? But that is not what we had in mind; we were thinking of the clothes you are going to buy to-day. Shall we sell them?

WANAMAKER & BROWN.

Oak Hall, Sixth and Market, PHILADELPHIA.

## SPECIAL INVITATION.

### WATT, SHAND & COMPANY

Invite ladies to examine large purchases of Clearing Lots at less than Auction Prices.

### COLORIED DRESS SILKS,

Beautiful Shades, really worth, only 65c.  
BLACK DRESS SILKS.—Popular brand, 37, 41, 43, 45, 47, 49, 51, 53, 55, 57, 59, 61, 63, 65, 67, 69, 71, 73, 75, 77, 79, 81, 83, 85, 87, 89, 91, 93, 95, 97, 99, 101, 103, 105, 107, 109, 111, 113, 115, 117, 119, 121, 123, 125, 127, 129, 131, 133, 135, 137, 139, 141, 143, 145, 147, 149, 151, 153, 155, 157, 159, 161, 163, 165, 167, 169, 171, 173, 175, 177, 179, 181, 183, 185, 187, 189, 191, 193, 195, 197, 199, 201, 203, 205, 207, 209, 211, 213, 215, 217, 219, 221, 223, 225, 227, 229, 231, 233, 235, 237, 239, 241, 243, 245, 247, 249, 251, 253, 255, 257, 259, 261, 263, 265, 267, 269, 271, 273, 275, 277, 279, 281, 283, 285, 287, 289, 291, 293, 295, 297, 299, 301, 303, 305, 307, 309, 311, 313, 315, 317, 319, 321, 323, 325, 327, 329, 331, 333, 335, 337, 339, 341, 343, 345, 347, 349, 351, 353, 355, 357, 359, 361, 363, 365, 367, 369, 371, 373, 375, 377, 379, 381, 383, 385, 387, 389, 391, 393, 395, 397, 399, 401, 403, 405, 407, 409, 411, 413, 415, 417, 419, 421, 423, 425, 427, 429, 431, 433, 435, 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